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DEPT. OF TRANSPORTATION  
DOCKETS

BEFORE THE  
DEPARTMENT OF TRANSPORTATION  
WASHINGTON, D.C.

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Joint Application of )  
 )  
 DELTA AIR LINES, INC. )  
 SOCIÉTÉ AIR FRANCE )  
 ALITALIA-LINEE AEREE ITALIANE-S.P.A. )  
 CZECH AIRLINES )  
 )  
 Under 49 U.S.C. §§ 41308 and 41309 )  
 for approval of and antitrust immunity )  
 for alliance agreements )

OST-01-10429 -5

MOTION OF DELTA AIR LINES, INC.  
FOR CONFIDENTIAL TREATMENT  
UNDER 14 C.F.R. § 302.12

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August 17, 2001

**BEFORE THE  
DEPARTMENT OF TRANSPORTATION  
WASHINGTON, D.C.**

<b>Joint Application of</b>	)	
	)	
<b>DELTA AIR LINES, INC.</b>	)	
<b>SOCIÉTÉ AIR FRANCE</b>	)	<b>OST-01-10429</b>
<b>ALITALIA-LINEE AEREE ITALIANE-S.P.A.</b>	)	
<b>CZECH AIRLINES</b>	)	
	)	
<b>Under 49 U.S.C. §§ 41308 and 41309</b>	)	
<b>for approval of and antitrust immunity</b>	)	
<b>for alliance agreements</b>	)	

**MOTION OF DELTA AIR LINES, INC.  
FOR CONFIDENTIAL TREATMENT  
UNDER 14 C.F.R. § 302.12**

Delta Air Lines, Inc. (“Delta”), pursuant to Rule 12 of the Department’s Rules of Practice, 14 C.F.R. § 302.12, hereby requests that the Department withhold from public disclosure the confidential, proprietary and commercially sensitive information Delta is filing concurrently under seal in the above-captioned proceeding. Delta is submitting these confidential documents to facilitate the Department’s processing of the Joint Application for alliance approval and antitrust immunity filed by Delta and its Joint Applicants, Société Air France (“Air France”), Alitalia-Linee Aeree Italiane-S.P.A. (“Alitalia”) and Czech Airlines (“CSA”).

The documents for which Delta requests confidential treatment are listed in the attached index. In support of this request, Delta submits the following:

**I. DELTA'S CONFIDENTIAL DOCUMENTS SHOULD BE  
PROTECTED FROM PUBLIC DISCLOSURE**

The confidential documents and information submitted herewith in conjunction with Delta's Joint Application with Air France, Alitalia and CSA for antitrust immunity are protected from public disclosure under various exemptions under the Freedom of Information Act ("FOIA"), including 5 U.S.C. § 552(b)(3) and 5 U.S.C. § 552(b)(4). The purpose of these exemptions "is to protect the confidentiality of information which citizens provide to their government, but which would customarily not be released to the public, and to facilitate citizens' ability to confide in their government." Burke Energy Corp. v. DOE, 583 F. Supp. 507, 510 (D. Kansas 1984).

Exemption (4) exempts from public disclosure "trade secrets and commercial or financial information obtained from a person and privileged or confidential." 5 U.S.C. § 552(b)(4). This exemption has been construed to prevent public disclosure of information that is not of the type usually released to the public, and that if released would cause substantial harm to the competitive position of the person from whom the information was obtained. See, e.g., Gulf & Western Industries, Inc. v. United States, 615 F.2d 527, 530 (D.C. Cir. 1980); American Airlines, Inc. v. NMB, 588 F.2d 863, 871 (2d Cir. 1978); National Parks & Conservation Ass'n v. Kleppe, 547 F.2d 673, 684 (D.C. Cir. 1976); Joint Application of United and Lufthansa, Order 93-12-32, December 18, 1993; Joint Application of Northwest and KLM, Order 93-1-11, January 8, 1993, p. 19; Information Directives Concerning CRS, Order 88-5-46, May 22,

1988; Carrier-Owned Computer Reservations Systems, ER-1385, Order 86-5-54, May 19, 1986; Information Directives Concerning CRS, Order 83-12-136, December 29, 1983.

For information to qualify for exemption (4), the information must be (1) commercial or financial in nature, (2) obtained from a person, and (3) privileged or confidential. See Public Citizen Health Research Group v. FDA, 704 F.2d 1280, 1290 (D.C. Cir. 1983). All of the confidential information submitted by Delta qualifies for exemption from public disclosure under the above-detailed three-part test standard. The documents and information relate to commercially sensitive, proprietary, and privileged financial and corporate matters. The information was obtained from a private citizen and is not of the type generally released to the public. The public disclosure of the information is not required to further the public interest or to promote competition. In National Parks & Conservation Ass'n v. Morton, 498 F.2d 765, 770 (D.C. Cir. 1974), the court held that information is "confidential" for purposes of exemption (4) if it would not customarily be released to the public by the person from whom it was obtained, and if disclosure is likely to have either of the following results: "(1) to impair the Government's ability to obtain necessary information in the future; or (2) to cause substantial harm to the competitive position of the person from whom the information was obtained."

Delta submits that public disclosure of the type of confidential information at issue here would cause substantial harm to its respective competitive position, and

could impair the Government's ability to obtain similar information on a voluntary basis from individuals in the future.

In addition, withholding the subject confidential information from public disclosure is also provided for under exemption (3). 5 U.S.C. § 552(b)(3). Exemption (3) pertains to information specifically exempted from disclosure by some other statute, such as 49 U.S.C. section 40115. The release of the information which is the subject of this motion may "prejudice the formulation and presentation of positions of the United States in international negotiations" with foreign governments and "would have an adverse effect on the competitive position of an air carrier in foreign air transportation," and would therefore be inconsistent with 49 U.S.C. section 40115.

The information is being submitted to the Department so that the Department may expeditiously evaluate the public interest benefits that will result from granting approval of and antitrust immunity for the Delta, Air France, Alitalia and CSA alliance.

**II. ACCESS TO THESE CONFIDENTIAL DOCUMENTS SHOULD BE RESTRICTED TO COUNSEL AND OUTSIDE EXPERTS**

Delta is submitting highly sensitive internal corporate documents and information that should be accorded limited access. Such access should be granted only to counsel and outside experts who file affidavits stating that the affiant will (1) use the information only for the purpose of participating in this proceeding, and (2) not

**Motion of Delta for  
Confidential Treatment  
Page 5**

disclose such information to anyone other than counsel or outside experts who have filed a valid affidavit.

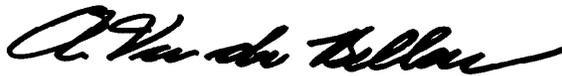
In order to minimize the risk of harmful disclosure of this competitively sensitive information, access should be strictly limited, as requested. Delta is filing, concurrently with this motion, copies of the confidential information, in sealed cartons labeled “Confidential Treatment Requested Under 14 C.F.R. Section 302.12; Access Is Limited To Counsel Or Outside Experts Who Have Filed Valid Confidentiality Affidavits.”

The request to limit disclosure to counsel and outside experts is fully consistent with Department precedent and policy. Thus, in United/Lufthansa, Order 93-12-32, supra, the Department granted the applicants’ request to limit access to certain confidential information to counsel and outside experts who filed appropriate affidavits. In restricting such access, the Department balanced the disclosure of confidential information against the competitive harm to the applicants that would result if access were expanded, and concluded that “the undue competitive harm to the applicants outweighs the commenters’ need for expanded access to the highly sensitive material in this case.” Id. at 5. The Department also noted that “interested parties to this proceeding can obtain adequate advice on the merits of the application through outside experts and persons authorized to review the materials.” Id. See also Joint Application of American and Canadian International, Order 96-1-6, January 11, 1996, at 3.

Access to Delta's internal documents and data should be limited in a comparable manner, in light of the undue competitive harm to Delta that would result from a broader disclosure of such highly sensitive information.

WHEREFORE, for the foregoing reasons, the Department should grant Delta's motion to withhold the proprietary and commercially sensitive confidential documents and information from public disclosure, as requested herein.

Respectfully submitted,



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Washington, D.C. 20037

Counsel for  
**DELTA AIR LINES, INC.**

August 17, 2001

<b>Bates Range</b> DL ATI801	<b>Date</b>	<b>Description</b>
000001-000054	06/21/2000	Global Airline Alliance Agreement
000055-000069	07/28/2000	Agreement Regarding the SkyTeam Alliance
000070-000081	03/21/2001	Global Airline Alliance Adherence Agreement: CSA Czech Airlines
000082-000083	04/01/2001	Global Airline Alliance Agreement: Annual Revision to Exhibit 5.10A
000084-000091	07/26/2001	Amendment to Global Airline Alliance Agreement
000092-000139	07/27/2001	Global Airline Alliance Adherence Agreement: Alitalia
000140-000186	04/23/2001	Global Airline Cargo Alliance Implementation Agreement
000187-000202	06/04/1997	DL/AF Code-Sharing/Blocked-Space Agreement
000203-000218	06/04/1997	DL/AF Code-Sharing/Blocked-Space Agreement
000219-000245	06/22/1999	Marketing Agreement between Air France and Delta
000246-000266	00/00/1999	Memorandum of Understanding on Principles for a Global Airline Alliance
000267-000299	05/12/2000	Exhibit B – Codeshare Agreement Between Delta and Air France – Reservation Procedures
000300-000315	04/01/1999	Air France Agreement
000316-000332	06/22/2000	AF Lounge Usage Agreement
000333-000375	10/30/2000	DL/CSA Codesharing Agreement
000376-000378	03/25/2001	ASA/CSA Codesharing Agreement
000379-000382	03/25/2001	Comair/CSA Codesharing Agreement
000383-000393	03/25/2001	Exhibit C – To Codeshare Agreement between Delta and Czech Airlines – Airport Procedures
000394-000427	12/01/2000	Delta/Czech Airlines Frequent Flyer Agreement
000428-000439	03/25/2001	DL/OK Lounge Usage Agreement
000440-000454	03/25/2001	Airport Procedures Guidelines for Czech Airlines and Delta
000455-000528	07/27/2001	Delta/Alitalia Codesharing Agreement
000529-000541	07/27/2001	Marketing Agreement between Alitalia and Delta
000542-000545	06/22/2001	Email thread with Attachment (Weighted Commissions) re: AZ Commissions
000546-000561	06/14/2001	Email with Attachment (Price Scenario Meeting) re: Draft of AF Meeting Package

<b>Bates Range</b> DL ATI801	<b>Date</b>	<b>Description</b>
000562-000576	06/06/2001	DL/AF Post-ATI Pricing Scenarios—Meeting Discussion Minutes
000577-000589	05/15/2001	Air France RM and Pricing Organization
000590-000612	05/15/2001	DL/AF ATI Discussion
000613-000614	Undated	Post-ATI Pricing Scenarios
000615-000641	05/00/2000	Market Performance Review
000642-000652	09/13/2000	AF/ DL Financial Settlement Summary Document
000653-000654	04/06/2001	Email with Attachment (Price Initiatives) re: Pricing Actions Summary
000655-000659	03/06/2001	Email with Attachment (DL and AF Market Share Review) re: AF Market share review
000660-000684	06/00/2000	Market Performance Review
000685-000715	02/00/2000	Market Performance Review
000716-000719	08/29/2000	International System Summary
000720-000730	Undated	International traffic and revenue data
000731	08/03/2000	Air France country meeting notes
000732	08/02/2000	Email re: Con/Net Bookings
000733-000736	08/29/2000	International System Summary
000737-000741	05/16/2001	France Meeting notes
000742-000745	10/18/2000	FR CPP Minutes—Paris
000746-000748	12/06/2000	Email thread re: net fare markup
000749-000757	10/10/2000	Email and attachments re: France CPP preparation documents
000758-000860	Undated	Weekly Activity Reports
000861-000868	04/27/0000	AF Issues Agenda
000869-000873	Undated	Joint Evaluation of Alitalia + Delta Alliance
000874-000875	Undated	Delta/Alitalia presentation charts
000876-000880	Undated	Internal Delta Evaluation of Alitalia + Delta Alliance
000881	05/15/2001	Email re: Delta/Alitalia Meeting Summary
000882-000890	Undated	Evaluation of Alitalia + Delta Alliance
000891-000895	Undated	Joint Evaluation of Alitalia + Delta Alliance

<b>Bates Range</b> DL AT1801	<b>Date</b>	<b>Description</b>
000896-000908	Undated	DL/AZ Issues to Reconcile
000909-000921	Undated	DL/AZ Issues to Reconcile
000922-000923	05/30/2001 05/31/2001	Alitalia/Delta Meeting Agenda—Atlanta
000924	05/31/2001	Alitalia/Delta Meeting Plan
000925-000930	05/31/2001	Delta/Alitalia Status Report on Joint Valuation
000931-000932	05/30/2001 05/31/2001	Alitalia/Delta Meeting Agenda—Atlanta
000933-000936	Undated	Evaluation of Alitalia + Delta Alliance
000937-000965	Undated	Summary of Incremental Value of DL + AZ Alliance
000966-000967	Undated	Evaluation of AZ/ DL Partnership
000968-000971	Undated	Summary of Unconstrained Network Benefit
000972-000982	04/20/2001	Email with Attachment (Alitalia/ Delta- Framework for a Partnership) re: AZ Presentation April 2001
000983-001015	01/00/2001	Alitalia/Delta Framework for a Partnership
001016-001045	Undated	Czech Airlines—Facts and Figures
001046-001048	03/29/2001	Presentation re: SkyTeam Network Planning Meeting
001049-001070	04/19/2001	Delta/Air France Executive Meeting—NYC
001071-001083	04/18/2001	Email with Attachment (JFK-LYS, AF Discussion) re: JFK-LYS AF Meeting
001084-001092	03/29/2001 03/30/2001	Presentation for Delta/CSA Meeting
001093-001099	Undated	Presentation re: SkyTeam vs. Other Alliances
001100-001178	09/08/2000	Summer 2001 International Planning Meeting package
001179-001207	11/27/2000	Transatlantic Quarterly Meeting agenda
001208-001238	08/00/2000	Alitalia Network Package for Delta/SkyTeam—Rome
001239-001298	01/11/2001	Delta/Air France/Alitalia Meeting package
001299-001329	08/00/2000	Alitalia Network Package for Delta/SkyTeam
001330-001362	05/09/2001	Delta/ Alitalia Meeting package
001363	07/10/2001	Flight Screening Policy
001364-001365	06/12/2001 06/13/2001	Alitalia/Delta Meeting agenda

<b>Bates Range</b> DL ATI801	<b>Date</b>	<b>Description</b>
001366-001367	06/25/2001	Alitalia Working Group Meeting Minutes
001368-001371	Undated	DL/AZ seat class display charts
001372-001377	05/31/2001	Delta/Alitalia Status Report on Joint Valuation
001378-001384	01/23/2001	Background for DL/AZ Codeshare Discussion
001385-001398	01/00/2001	Alitalia/Delta -- Framework for a Partnership
001399-001401	01/11/2001	AZ-AF-DL Meeting Summary
001402-001410	Undated	AZ-DL Partnership presentation
001411-001413	05/30/2001	Alitalia/Delta Implementation
001414-001424	Undated	Current Environment presentation
001425-001428	Undated	NYC Business Class fare analysis
001429-001431	06/07/2001	Antitrust Meeting Agenda
001432-001456	04/19/2001	Delta/Air France Executive Meeting presentation
001457-001458	05/07/2001	Air France Codeshare Revenue chart
001459-001460	Undated	C O&D CRS Mix charts
001461-001468	03/29/2001 03/30/2001	Delta/ Air France Network Meeting presentation
001469-001470	02/23/2001	Delta/Air France Follow-up from Transatlantic Performance Meeting
001471-001472	02/13/2001	Email thread re: AF Business Class Changes
001473-001485	05/15/2001	AF-DL Revenue Management Meeting presentation
001486-001505	05/15/2001	DL/AF ATI Discussion presentation
001506-001521	09/09/1999	AF/DL Bridge Agreement presentation
001522-001525	06/02/2000	Transatlantic Quarterly Meeting minutes
001526-001528	11/27/2000	Transatlantic Quarterly Meeting minutes
001529-001532	Undated	Chart of fare codes
001533-001538	04/19/2001	Talking Points on DL/AF Mix and Mapping
001539-001540	Undated	Charts re: Commission Applied to Mapping
001541-001545	Undated	CRS Mix Comparison charts

<b>Bates Range DL ATI801</b>	<b>Date</b>	<b>Description</b>
001546-001553	Undated	AF/DL commercial arrangement summaries
001554-001558	Undated	CRS Mix Comparison charts
001559-001566	03/00/2001	Distribution Performance Summary
001567	Undated	BOS-CDG Chart of fare codes
001568-001569	03/31/2001	CDG-ORD/CVG Booking Mix charts
001570-001582	03/29/2001 03/30/2001	Sell and Report Results Discussion Documents
001583-001588	01/00/2001	Sell and Report Test Success Criteria
001589-001590	Undated	S & R Test Market analysis
001591-001605	03/29/2001 03/30/2001	SkyTeam Network Meeting presentation
001606-001607	Undated	CRS Booking Mix charts
001608-001622	06/06/2001	DL/AF Post-ATI Pricing Scenarios Meeting minutes
001623-001624	06/07/2001	Antitrust Meeting Agenda
001625-001629	06/07/2001	Revenue Settlement/Main Principles
001630	Undated	Post-ATI Pricing Scenarios
001631-001643	05/15/2001	AF-DL Revenue Management Meeting presentation
001644-001663	05/15/2001	DL/AF ATI Discussion presentation
001664-001682	03/14/2001	AF/DL Anti-Trust Immunity Discussion presentation
001683-001702	03/14/2001	AF-DL Revenue Management Meeting presentation
001703-001710	04/27/0000	AF Issues agenda and notes
001711-001725	07/13/1999	Pricing Code of Conduct
001726-001727	03/14/2001	AF/DL Anti-Trust Immunity Discussions - Agenda and notes
001728-001729	Undated	DOT Information Request for Antitrust Immunity Applications
001730-001755	12/06/1999	Air France/Delta Sell & Report Discussion Document
001756-001762	Undated	Summary of Preliminary AF Sell & Report Discussion
001763-001765	03/00/2000	Air France/ Delta Talking Points: Financial Settlement and Status of Migration to Sell and Report
001766-001790	03/21/2000	Delta/Air France Prorate & Trunk Analysis Discussion Document
001791-001799	04/11/2000 04/12/2000	Delta/Buckingham Sell & Report Discussion Document

<b>Bates Range</b> DL ATI801	<b>Date</b>	<b>Description</b>
001800-001810	04/18/2000 04/20/2000	Financial Settlement/Prorate Discussion document
001811-001815	04/12/2000	Financial settlement proposal summary and comparison
001816-001830	09/00/2000 10/00/2000	AF/DL Financial Settlement Discussions: emails and summary of events
001831-001834	11/12/2000	Summary of AF/DL Deal to Date
001835-001837	11/17/2000	Memorandum re: DL Share Losses in AF/A.E. Overlap Markets
001838-001842	03/26/2001	Alliance Profitability Report
001843-001845	Undated	Charts re: AF/DL Sell and Report Test Markets
001846-001851	01/00/2001	Sell and Report Test Success Criteria
001852-001864	03/29/2001	Sell and Report results Discussion Document
001865-001867	Undated	U.S.-France Alliance Share charts
001868	Undated	Chart re: Boston-Paris
001869-001877	03/29/2001 03/30/2001	Delta/Air France Network Meeting presentation
001878-001884	Undated	Advance Booking Mix charts
001885-001888	05/10/2001	CRS Mix Comparison charts
001889-001898	Undated	Air France CY2001 Performance Results
001899-001902	04/19/2000	Email and attachments re: ME/Africa/Asia Beyonds
001903-001907	11/01/2000	Email thread re: Automatic Processes for class mapping changes
001908-001924	09/18/2000	AF/DL Financial Settlement Summary Document
001925-001933	11/21/2000	Recap of AF/DL Meeting and draft interline settlement agreement
001934-001940	01/11/2001	AF/DL Review presentation
001941-001947	01/12/2001	Special Interline Passenger Settlement Agreement Between Air France and Delta
001948-001949	01/26/2000 01/27/2000	Delta/Air France meeting agenda
001950-001951	01/26/2000 01/27/2000	Summary of AF Concern/Action Items for AF-DL Meeting
001952-001954	03/08/2000	Talking Points for Discussion with Air France
001955-001960	09/29/2000	Minutes of the Air France/Delta Bilateral Summit
001961-001972	04/18/2001	Presentation re: Discussion of JFK-LYS Flight

<b>Bates Range DL ATI801</b>	<b>Date</b>	<b>Description</b>
001973-002003	01/25/1999	Presentation re: Air France and Delta Air Lines Pricing and Revenue Management
002004-002023	03/14/2001	AF/DL Anti-Trust Immunity Discussion
002024-002025	Undated	Requirements for ATI Implementation
002026-002027	03/14/2001	Minutes from AF/DL Pre-ATI Discussion on March 14
002028-002047	03/14/2001	Defining Strategic Objectives to Fully Benefit of ATI
002048	Undated	ATI-Pricing Leadership
002049-002056	04/27/2001	AF Issues agenda/summary
002057-002072	05/15/2001	AF-DL Revenue Management Meeting presentation
002073-002074	06/02/2001	ATI bilateral situation summary
002075-002081	06/12/2001	SkyTeam Sales Code of Conduct After ATI
002082	06/07/2001	Revenue Settlement/Main Principles
002083-002127	06/06/2001	DL/AF Pricing Meeting Minutes
002128-002145	01/00/2001	Alitalia/Delta - Framework for a Partnership Paris
002146-002147	Undated	Evaluation AZ/DL Partnership
002148-002150	05/30/2001	Alitalia/Delta Implementation summary
002151-002154	Undated	Alliance Passengers forecasts
002155-002157	01/25/2001	Email and attachment re: AZ/DL meeting summary
002158-002159	01/26/2001	Email re: AZ SuperCommission
002160	Undated	Alitalia Beyonds and Delta Beyonds Market Tables
002161-002163	Undated	Beyond-gateway points charts
002164-002165	Undated	Italy-US traffic charts
002166	Undated	Pro-Rate charts
002167-002169	Undated	Valuation Assumptions outlines
002170-002178	Undated	AZ-DL Partnership presentation
002179-002185	01/23/2001	Background document for DL/AZ Codeshare Discussion
002186-002202	01/24/2001	Alitalia/Delta S&R Settlement charts
002203-002204	Undated	Fare/commissions charts
002205-002237	07/18/2000	Air France/Delta Business Plan presentation

<b>Bates Range</b> DL ATI801	<b>Date</b>	<b>Description</b>
002238-002257	07/18/2000	AF/DL Network Management Sell & Report Discussion Document
002258-002261	04/14/2000	Talking Points for Discussion with Air France
002262-002263	03/21/2000	Summary of DL/AF Meeting
002264	Undated	Talking Points for Discussion with Air France
002265	Undated	AF Analyst Agenda
002266-002275	03/21/2000	Delta/Air France Prorate & Trunk Analysis
002276-002277	03/21/2000	Air France/Delta Revenue Management Meeting summary
002278	01/26/2000 01/27/2000	Delta/Air France meeting Agenda
002279	Undated	Draft letter re: prorate methodology proposal
002280	12/06/1999	Delta/Air France Meeting agenda
002281-002318	11/29/1999	Air France/Delta Financial Settlement presentation
002319-002332	12/01/1999	Delta/Air France Prorate Analysis & Recommendations
002333-002349	10/00/1999	Air France and Delta Revenue Management Overview
002350-002370	09/13/1999	Air France Prorate Analysis
002371-002372	09/07/1999	Meeting Notes re: AF/DL Revenue Management
002373	02/24/0000	Delta/South African Agenda
002374	Undated	Prorate Talking Points paper
002375-002393	05/15/2001	DL/AF ATI Discussion presentation
002394-002509	09/15/1999	Transatlantic Summit Market Review and Recovery Plan
002510-002548	02/05/2001	Transatlantic Performance Review
002549-002582	10/18/1999	Transatlantic Quarterly Sales Meeting presentation
002583-002625	12/10/1999	Transatlantic Summit Follow-Up Meeting presentation
002626-002649	01/24/2000	Transatlantic Quarterly Sales Meeting presentation
002650-002672	11/27/2000	Transatlantic Quarterly Meeting presentation
002673-002674	10/01/1999	Memorandum re: Global Alliance Summit Meeting
002675	09/23/1999	Global Alliance Summit Meeting Suggested Agenda
002676	Undated	Global Alliance Implementation Organization Chart
002677-002685	09/29/1999	Alliances Marketing Division –KC Meeting Presentation
002686-002690	Undated	Cargo Joint Venture Limited Liability Company Agreement
002691-002698	07/17/2000	Letter re: business review request

<b>Bates Range DL ATI801</b>	<b>Date</b>	<b>Description</b>
002699-002710	09/10/1999	Memorandum re: Excellence in Alliance Operations
002711-002713	10/12/1999	Memorandum re: Update on Cargo Joint Venture Discussions
002714-002723	09/25/2000	Introducing E-Delta Presentation to Air France
002724-002726	09/27/2000	Air France –Delta – e-gatematrix
002727-002742	09/29/2000	Delta and Air France: Moving Ahead and Bridging the Cultural Gap
002743-002760	09/25/2000	Air France/Delta Network Update
002761-002808	09/28/2000 09/29/2000	Delta/Air France Bilateral Summit
002809-002810	07/08/1999	Delta-Air France Paris Dinner
002811-002815	09/28/2000	SkyTeam Launches World’s Largest Airline Cargo Alliance
002816-002861	09/08/2000	Summer 2001 International Planning Meeting Appendix
002862-002939	09/08/2000	Summer 2001 International Planning Meeting
002940-002947	Undated	Network Growth Maps
002948-003035	04/13/2000	Winter 2000 International Planning Meeting
003036-003061	04/11/2001	Winter 2000-2001 Planning Meeting Transatlantic Recommendations
003062-003140	04/11/2001	Delta Network Management Planning Strategic & Competitive Analysis
003141	02/26/2001	Email re: Air France’s traffic, capacity and load factor performance
003142	Undated	Air France-Delta Code Share Load Factors
003143-003144	09/06/2000	Email re: Financial Settlement
003145-003154	Undated	AF/DL Commercial Discussion
003155-003162	04/19/2001	Air France/ Delta Executive Meeting
003163-003164	03/07/2001	Email re: ProRate High Yield Fares exit France
003165	03/07/2001	Email re: ProRate High Yield Fares exit France
003166-003167	11/28/2000	Email re: P&G Agreement Update
003168-003169	11/28/2000	Email re: P&G Agreement Update
003170-003171	11/13/2000	Email re: P&G Agreement Update
003172-003174	Undated	Global Alliance Summit 1999
003175	11/27/2000	Email re: DL loads Summer 2000
003176-003181	08/05/199	Marketing Division – Air France/Global Alliance Meeting

<b>Bates Range DL AT1801</b>	<b>Date</b>	<b>Description</b>
003182-003185	Undated	Air France/Delta Synergies
003186-003187	08/09/1999	General Management Ground Operations
003188	Undated	Reservation Sales Talking Points
003189-003193	Undated	Customer Experience – Situation Analysis
003194-003209	Undated	Group Charter Reservations
003210	Undated	FY00 Planning Calendar
003211-003215	01/06/1999	Global Alliance Comparison
003216-003219	Undated	Group Charter – Reservations
003220-003224	01/10/2001	Anti-Trust Immunity Discussion
003225-003230	04/25/2001	AF/DL Operational Meeting Minutes
003231-003234	01/11/2001	Email re: SCL CTO Letters
003235-003239	Undated	Co-Location Plans
003240-003241	05/02/2001	Email re: Areas of Cooperation w/ Air France
003242-003245	Undated	Air France/ Delta Synergies
003246-003248	04/25/2001	AF/DL Operational Meeting Minutes
003249-003256	01/19/2001	Meeting of Air France and Delta/ Meeting Notes
003257	05/21/2001	Email re: Weekly Report Alliance Operations Europe
003258	05/31/2001	Agenda: Air France Visit to Delta Reservation Sales Contact Centers
003259-003271	01/19/2001	Air France-Delta Presentation
003272-003280	01/19/2001	AF/DL Meeting Agenda
003281-003290	01/19/2001	AF/DL Meeting Notes
003291	Undated	Email re: SkyTeam reservation Sales Co-Location Status
003292-003296	Undated	Co Location Plans
003297-003302	Undated	Workstation Tables
003303	Undated	Email re: SkyTeam reservation Sales Co-Location Status
003304	03/09/2001	Email re: Updated list of facilities
003305	03/14/2001	Conference Call Minutes
003306	09/27/2000	Meeting Notes: SkyTeam CTO Co-Location
003307-003311	02/20/2001	Email re: SkyTeam CTO –ATL/ Camp Creek?
003312-003314	02/10/2001	Email re: SkyTeam facility Identification

<b>Bates Range DL ATI801</b>	<b>Date</b>	<b>Description</b>
003315-003316	02/20/2001	Email re: SkyTeam CTO Co-allocation Costs
003317-003318	02/12/2001	Email re: SkyTeam CTO Co-allocation Costs
003319	Undated	Handwritten Notes re: SkyTeam
003320-003323	Undated	Vision for the Alliance
003324	02/08/2001	Meeting Agenda/Minutes for Delta/SkyTeam sharing facility review/strategy
003325-003330	02/16/2001	Email re: Agenda-Sharing Facility/SkyTeam
003331-003348	02/06/0000	CDG Building Delta's SkyTeam Hub in Europe
003349-003350	01/10/2001	SkyTeam In-House Meeting
003351-003355	06/18/2001	SkyTeam facilities Co-Location: City Ticket Offices (CTO's)
003356-003362	02/08/2000	Email re: CTO partnering Conference Call
003363	Undated	File GSA Update
003364-003389	12/06/1999	Air France/Delta Sell & Report Discussion Presentation
003390-003415	01/26/2000	Air France/Delta Revenue Management Presentation
003416	Undated	Summary of Forecast Flow Traffic and Revenue
003417-003477	09/08/1999 09/09/1999	Delta/Air France Network Meeting Presentation
003478-003479	03/14/0000	Summary of Air France/Delta Pre-ATI Planning Session
003480-003481	12/06/0000 12/07/0000	Action Items and Timeline from Meeting
003482-003483	12/07/1999	Email thread re: Air France Italy Service
003484-003485	06/13/2001	Email thread re: Feedback from BOS Sales on BOS-CDG
003486-003488	Undated	CRS Mix Comparison charts
003489-003500	03/07/2001	Air France Long Haul Network- Main Outlines of 2000/2003 Development Plan Presentation
003501-003503	07/26/1999 07/28/1999	Delta/Air France Meeting Summary
003504	09/14/2000	Email in French showing route data
003505-003507	10/04/1999	Air France/Delta Meeting Summary
003508-003512	03/29/2001 03/30/2001	Delta/Air France Network Meeting Summary
003513-003519	09/21/2000 09/22/2000	Air France/Delta Network Discussions Summary
003520-003526	11/29/1999	Air France/Delta Network Potential Presentation
003527-003542	Undated	Europe Focus Cities Presentation

<b>Bates Range</b> DL ATI801	<b>Date</b>	<b>Description</b>
003543-003544	Undated	Chart re: U.S.-Europe Market Size
003545-003546	Undated	ATL-CDG Traffic Forecast and Profit/Loss Analysis
003547-003555	09/29/2000	Air France/Delta Network Update
003556-003563	Undated	Air France 2001-2004 U.S. Growth Plan
003564-003576	10/27/1999	Delta/Air France Network Meeting Summary
003577-003588	10/27/1999	Europe Focus Cities Presentation
003589-003594	10/26/1999 10/28/1999	AM/Delta/Air France Strategy Presentation--Global Traffic Flows
003595-003609	Undated	Delta/Air France Network Plan Presentation
003610-003626	Undated	Delta/Air France Europe Focus Cities Presentation
003627-003644	07/18/2000	Air France/Delta Business Plan Presentation
003645-003671	07/18/2000 07/19/2000	Air France/Delta Network Meeting Presentation
003672-003673	Undated	Air France/Delta Bilateral Presentation
003674-003684	09/25/2000	Presentation on the Critical Role of Hubs in Building the World's Premiere Alliance
003685-003690	02/00/2000	Air France/Delta Network Update Presentation
003691-003711	07/26/1999 07/28/1999	Air France/Delta Network Management Discussions Presentation
003712-003729	07/26/1999 07/28/1999	Air France/Delta Business Plan Discussions Presentation
003730-003732	11/02/1999	Delta/Proteus Routes Presentation
003733-003736	Undated	Air France/Delta Presentation—Poised to be the Next Great Alliance
003737-003750	07/18/2000 07/19/2000	Air France/Delta Network Meeting Presentation
003751-003763	01/31/2000	Presentation on the Critical Role of Hubs in Building the World's Premiere Alliance
003764-003766	Undated	Diagram of Online Connecting Itinerary Options
003767-003775.01	04/19/2001	Delta/Air France Executive Meeting Presentation
003776-003779	01/10/2001	Antitrust Immunity Discussion Presentation
003780	Undated	Chart re: U.S. Market Share Shifts in AF/A.E. Overlap Markets
003781	Undated	Chart re: DL on AF and DL on A.E. Traffic in Overlap Markets
003782	Undated	Chart re: Possible Prorated Annual Incremental Revenue in LYS to Provide to BritAir
003783	Undated	Chart re: Comparison Between JFK-LYS and JFK-NCE CRS Booking and Shares

<b>Bates Range DL ATI801</b>	<b>Date</b>	<b>Description</b>
003784	Undated	Map of DL on AF Beyond Traffic, Apr-00
003785- 003799	10/26/1999 10/28/1999	Delta/Air France Strategy Presentation
003800- 003803	Undated	Graphs of Bookings by Fare Class for various Routes
003804- 003811	Undated	U.S.-Europe Development Plan Presentation
003812- 003824	03/28/2001 03/31/2001	SkyTeam Network Planning Meeting
003825- 003829	03/29/2001 03/31/2001	SkyTeam Network Planning Meeting – SkyTeam vs. Other Alliances
003830- 003853	Undated	International Network Update Presentation
003854- 003859	Undated	Maps of Various Alliances' CRS Market Shares
003860- 003864	Undated	Presentation showing Information on Market Share and Traffic Changes
003865- 003883	08/06/1999	Presentation on Delta's Global Alliance Strategy
003884- 003889	06/22/2000	Memo re: Value of CSA's JFK-PRG Operation to Delta
003890- 003919	01/11/2000	CSA/Delta/Air France Meeting Presentation
003920- 003925	01/00/2000	Delta/CSA Network Meeting Presentation
003926- 003927	Undated	Charts and Maps on Czech Airlines: General Information and Routes
003928- 003934	05/15/2000	CSA/Air France/Delta Follow-up Network Strategy Meeting Presentation
003935- 003941	04/27/2000	CSA/Air France/Delta Network Strategy Meeting Presentation
003942- 003955	Undated	Air France/Delta/CSA Network Cooperation Proposal Presentation
003956- 003957	01/24/2000	JFK-Prague Forecast Slides
003958- 003959	01/11/2000	AF/CSA/DL Update Meeting
003960- 003969	Undated	Delta/CSA Initial Network Package Proposal Presentation
003970- 003974	Undated	SkyTeam Sales Code of Conduct after ATI
003975- 003976	Undated	SkyTeam Sales Code of Conduct after ATI (draft)
003977- 003979	Undated	Chart of SkyTeam Sales Code of Conduct
003980	04/18/2001	Email Cover Memo for Drafts of SkyTeam Code of Conduct Documents
003981- 003984	Undated	Chart of SkyTeam Sales Code of Conduct
003985- 003994	05/16/2000	Sell and Report and Alliance Sales Strategy
003995	Undated	Outline of Strengths, Weaknesses, Opportunities and Threats of Alliance
003996	08/08/2000	Email Outline of Important Issues for Meeting with KL/AF/AM

<b>Bates Range</b> DL ATI801	<b>Date</b>	<b>Description</b>
003997-004015	11/15/2000	Sell and Report and Alliance Sales Strategy
004016-004017	07/14/2000	Email thread re: Update on SkyTeam SME Proposal
004018-004064	Undated	Notes and charts attached to Proposal Presentation
004065-004067	01/13/2000	Outline of Global Alliance Sales Working Group Meeting
004068-004070	Undated	Delta/Air France Talking Points on Passenger Sales Comments
004071-004073	Undated	Delta/Air France Talking Points on Passenger Sales Comments
004074-004078	01/10/2001	Antitrust Immunity Discussion – Sales Overview (draft)
004079	10/17/2000	Air France North American Sales Conference Talking Points
004080-004083	03/14/2001	Minutes from AF/DL Pre-ATI Discussion
004084-004093	03/14/2001	AF/DL Anti-Trust Immunity Discussion Presentation
004094-004110	06/06/2001	Email and attachments re: DL/AF Post-ATI Pricing Scenarios – Meeting Discussion Minutes
004111-004115	03/19/2001	Email and attachment re: Minutes from AF/DL Pre-ATI Discussion
004116-004131	07/18/2001	Email and attachment re: Presentation Minutes on DL/AF Post-ATI Pricing Scenarios
004132-004139	06/12/2001	Email and attachment re: Draft of SkyTeam Sales Code of Conduct After ATI
004140-004142	06/11/2001	Email and attachment re: Draft of SkyTeam Sales Code of Conduct After ATI (2 <sup>nd</sup> version)
004143-004148	10/06/2000	Email and attachment re: Draft of Agency Incentive Strategy 2001 – France
004149-004152	08/10/2000	Email and attachment re: Draft of Leisure Sales Strategy 2001 – Italy
004153-004155	08/03/2000	Email and attachment re: Chart Comparing Leisure Contracts
004156-004195	08/09/2000	Email and attachments re: Documents for CPP2001 Meeting
004196-004203	08/09/2000	Email and attachments re: Italy CPP Leisure Documents
004204-004213	09/21/1999	Year 2000 Team Business Plan Presentation
004214-004229	09/08/1999	Italy Pricing 2000 – Delta’s Position in Italy Presentation
004230-004240	08/16/2001	Italy Pricing 2001 – Delta’s Position in Italy Presentation
004241-004263	Undated	Presentation on Overflight, Super Commission, Post ATI Revenue Sharing and Future Steps
004264-004298	09/30/1999	Presentation on Country Pricing Plan Meeting for France
004299-004310	Undated	Presentation on Market and Financial Information and Projections for Europe
004311	07/27/2000	Summary of Discussions Regarding France

<b>Bates Range DL ATI801</b>	<b>Date</b>	<b>Description</b>
004312-004319	Undated	Leisure Sales Strategy – 2000 for France
004320-004329	09/21/1999	Team Business Plan – Fiscal Year 2000 Presentation
004330-004340	09/14/2000	Air France/Delta Financial Settlement Summary Presentation
004341-004361	09/13/1999	Air France Prorate Analysis Presentation
004362-004366	11/27/2000	Air France Alliance Update: Sell and Report Summary Presentation
004367-004378	11/18/1999	JFK-LYS Launch Packet – International Network Analysis Presentation
004379-004383	06/27/2000	Outline for Codeshare Partners Updates
004384-004390	05/25/2000	Delta/Air France Bilateral Codeshare – Working Group Meeting Minutes
004391-004392	Undated	Presentation on SkyTeam Round the World Fares
004393	03/08/2001	Email thread re: Documents to be Included in Upcoming Global Update
004394	10/00/2000	Chart on Delta on Air France Codeshare Performance
004395-004396	06/14/2000	Italy Action Plan – Update Outline
004397-004398	Undated	Outline on Delta in Italy and the Venice Market
004399-004411.01	01/07/2000	JFK-VCE Launch Packet – International Network Analysis Presentation
004412-004454	Undated	Presentation on Leisure Sales Strategy 2001 – Italy
004455-004525	08/08/2000	Prescntation for Air France/Delta/Alitalia Meeting
004526-004599	09/27/2000	Presentation for Air France/Delta/Alitalia Meeting
004600-004661	01/11/2001	Presentation for Air France/Delta/Alitalia Meeting
004662-004711	05/09/2001	Presentation for Delta/Alitalia Meeting
004712-004764	05/31/2001	Presentation for Delta/Alitalia Meeting
004765-004907	Undated	Alitalia/Delta Reference Book
004908-004969	01/11/2001	Presentation for Air France/Delta/Alitalia Meeting
004970-005043	09/27/2000	Presentation for Air France/Delta/Alitalia Meeting
005044-005114	08/08/2000	Presentation for Air France/Delta/Alitalia Meeting
005115-005167	05/31/2001	Presentation for Delta/Alitalia Meeting
005168		[intentionally blank -- numbering error]
005169	07/12/2000	Email re: SkyTeam SME Proposal
005170		[intentionally blank -- numbering error]

Bates Range DL ATI801	Date	Description
005171- 005178	07/03/2001	Delta SkyBonus SME Proposal
005179		[intentionally blank -- numbering error]
005180- 005196	07/03/2001	Alliance Sales strategy for the Future Proposal
005197		[intentionally blank -- numbering error]
005198- 005200	11/15/2000	Alliance Sales Strategy for the Future
005201		[intentionally blank -- numbering error]
005202- 005219	Undated	SkyTeam sales Code of Conduct After ATI
005220		[intentionally blank -- numbering error]
005221- 005230	02/26/2001	Joint Incentive Sales Strategy
005231		[intentionally blank -- numbering error]
005232	06/01/2001	AF/DL ATI Discussion
005233		[intentionally blank -- numbering error]
005234- 005257	Undated	Define Post-ATI Joint Sales Strategy
005258		[intentionally blank -- numbering error]
005259- 005265	07/03/2001	SkyTeam Sales Code of Conduct After ATI
005266		[intentionally blank -- numbering error]
005267- 005281	03/03/2001	SkyTeam Final RFP
005282		[intentionally blank -- numbering error]
005283- 005291	Undated	Anti-Trust Value to Air France and Delta sales
005292		[intentionally blank -- numbering error]
005293- 005297	01/10/2001	Antitrust Immunity Discussion
005298		[intentionally blank -- numbering error]
005299- 005302	01/04/2001	Agent Bridge Incentive Agreement 2001
005303		[intentionally blank -- numbering error]
005304- 005311	08/26/1999	AF/DL Bridge Agreement
005312		[intentionally blank -- numbering error]
005313- 005322	07/03/2001	AF/DL Bridge Agreement Exit Europe Third Markets
005323		[intentionally blank -- numbering error]
005324- 005334	Undated	Basic Bridge Agreement
005335		[intentionally blank -- numbering error]
005336- 005342	Undated	Bridge Agreement Changes
005343		[intentionally blank -- numbering error]
005344- 005366	Undated	SkyTeam Conference Agenda
005367		[intentionally blank -- numbering error]
005368- 005369	03/01/2001	Skyteam Bridge Results European Sales Working Group

<b>Bates Range</b>	<b>Date</b>	<b>Description</b>
DL ATI801		
005370		[intentionally blank -- numbering error]
005371-005378	Undated	Crescendo AF incentive program for travel agents
005379		[intentionally blank -- numbering error]
005380-005386	Undated	SkyTeam market Position
005387-005466	05/10/2001 05/11/2001	SkyTeam Europe Sales Working Group
005467		[intentionally blank -- numbering error]
005468-005491	05/01/2000	Alliance Communique Issue 1
005492-005514	11/05/1999	Discussion with Integrated Revenue Team
005515-005587	03/01/2000	ISP Service Options Discussion Documents
005588-005675	06/00/2000	SkyTeam ISP Customer Survey Summary
005676-005708	08/00/2000	Internet presentation
005709	06/15/2000	Memorandum re: Letter of Intent- CSA-Czech Airlines
005710	04/00/2000	Exclusive Discussion Agreement
005711-005712	04/15/2000	Exclusive Discussion Agreement
005713-005723	Undated	CSA or Malev? Presentation
005724-005725	03/13/2000	Letter re: information requests
005726-005728	12/15/1999	First Elements concerning CSA's critical alliance-related questions for discussion
005729-005733	05/14/2001	Delta/Alitalia Update
005734-005744	01/24/2001	Delta/Alitalia Partnership Overview
005745-005759	07/18/2000	Alliance Strategy/Working Document
005760-005761	07/12/2000	Memorandum re: Summary of Discussion regarding Alitalia and Other Alliance Matters
005762	07/07/2000	Memorandum re: Summary of Discussion regarding Alitalia
005763-005767	05/24/2001	Fax re: implementation timelines
005768-005771	06/05/2001	Fax re: follow-up to meeting
005772-005778	Undated	AF/DL Commercial Discussion
005779-005781	Undated	POS Market Share Comparison
005782-005783	04/11/2001	Email re: CSA Anti-Trust Immunity – TimeLine and Plans
005784	05/04/2001	Email re: AF Passenger Changes
005785	02/14/2001	Email re: Electronic Ticketing
005786-005787	12/13/2000	DL/AF Bilateral Codeshare December Working Group Meeting

<b>Bates Range</b> DL ATI801	<b>Date</b>	<b>Description</b>
005788-005790	02/22/2001	DL/AF Bilateral Codeshare February Working Group Meeting
005791-005794	01/25/2001	DL/AF Bilateral Codeshare January Working Group Meeting
005795-005797	06/28/2001	DL/AF Bilateral Codeshare June Working Group Meeting
005798-005800	04/26/2001	DL/AF Bilateral Codeshare April Working Group Meeting
005801-005803	03/29/2001	DL/AF Bilateral Codeshare March Working Group Meeting
005804-005807	03/29/2001	DL/AF Bilateral Codeshare March Working Group Meeting
005808-005815	05/30/2001	CSA/Delta Working Group Meeting
005816-005904	Undated	Delta Airline's SkyTeam Support Desk
005905-005922	01/00/2001	Alitalia/Delta- Framework for a Partnership
005923-005925	04/05/2001	Email re: FW Clarification on Proceeding with Request for ATI with CSA
005926	01/25/2001	Email re: AZ/DL 23 Jan 01 Meeting Summary
005927-005928	01/23/2001	AZ-DL Meeting Summary
005929-005938	01/19/2001	Email re: DL/AZ cooperation
005939-005955	09/28/2001	Network Update Presentation
005956-005962	10/20/2000	Email re: Minutes of the Air France/ Delta Bilateral Summit
005963-005972	11/29/2000	Email re: FW AF-DL analyst exchange
005973-005982	12/04/2000	Email re: Minutes for AF/DL meeting 11/21/2000
005983	01/25/2001	Email re: Meeting on ATI
005984	02/02/2001	Email re: AF Euro add-on results
005985-005986	02/13/2001	Email re: Meeting on ATI
005987-005989	03/21/2001	Email re: Recap of AF/DL ATI Meeting
005990-005994	04/03/2001	Email re: Pre-ATI Meeting Notes
005995-006009	04/06/2001	Email re: Beaver Creek Meeting
006010-006014	04/11/2001	Email re: Market Level Results
006015-006017	04/16/2001	Email re: AF ATI Slide
006018-006038	04/17/2001	Email re: AF + DL Exec Mtg
006039-006042	04/19/2001	Email re: AF/DCL Mix Graphs and Talking Points

<b>Bates Range DL ATI801</b>	<b>Date</b>	<b>Description</b>
006043-006046	04/19/2001	Email re: CDG-ORD Booking Mix by Class Fare Value Graphs
006047	04/24/2001	Email re: AF Conf. Call on Mix
006048	04/29/2001	Email re: Sell and Report Topics: Mix and Class Mapping
006049-006053	05/09/2001	Email re: DL/AF Slides for Meeting
006054-006055	05/24/2001	Email re: AF Update and Review of Paris Meeting
006056-006057	07/05/2001	Email re: AF Mapping and Bucket Pointings
006058-006069	07/18/2001	Delta-Air France – Alitalia – CSA Anti-Trust Immunity
006070-006093	06/06/2001	DL/AF Post-ATI Pricing Scenarios Meeting Discussion Minutes
006094-006095	06/07/2001	Revenue Settlement/Main Principles
006096-006117	05/15/2001	DL/AF ATI Discussion
006118-006132	05/15/2001	Air France RM and Pricing Organization
006133-006142	04/27/0000	AF Issues Agenda
006143-006150	Undated	AF and DL Codeshare Summary
006151-006154	04/23/2001	Significant Differences between AF and DL mix on code shared Trunk Routes
006155	Undated	ATI Near Term Issues-Ex-Europe Pricing
006156-006157	Undated	ATI Near Term Issues-Affects of Financial Settlement on Pre-ATI Timeline
006158	04/26/2001	AF/DL Business Class Fare Comparison
006159-006165	Undated	Talking Points on DL/AF Mix and Mapping
006166-006167	03/14/2001	AF/DL Anti-Trust Immunity Discussions-Agenda
006168-006187	03/14/2001	AF/DL Anti-Trust Immunity Discussions Presentation
006188-006207	03/14/2001	Defining Strategic Objectives to Fully Benefit of ATI
006208-006250	01/10/2001	Antitrust Immunity Discussion
006251-006352	07/03/2001	Documents related to Europe, Air France, Delta/Strategy and Business Development
006353-006384	06/00/2001	European Theatre Aviation Trends and Scenarios
006385-006393	05/10/2000	Delta's Planning Process
006394-006415	Undated	U.S.-Europe Environment
006416-006478	07/09/2001	Air France and Alitalia began round of exclusive talks for enhanced marketing activities
006479-006480	04/27/2001	OK/DL Air Cargo meeting summary

<b>Bates Range DL ATI801</b>	<b>Date</b>	<b>Description</b>
006481-006496	12/00/2000	Blocked Space Agreement
006497-006507	02/15/2000	Blocked Space Agreement
006508-006541	Undated	Latin America Sales Agreement
006542-006567	Undated	European Cargo Sales Agreement
006568-006592	03/20/2001	SkyTeam Board of Governors
006593-006654	04/23/2001	Cargo Executive Board
006655-006681	02/15/2001	SkyTeam Cargo Warehouse Working Group minutes
006682-006713	Undated	SkyTeam Cargo sales joint venture project overview
006714-006715	08/09/2001	Email re: Alitalia
006716-006717	Undated	Business card
006718-006749	Undated	SkyTeam Proposal
006750-006784	Undated	Get together party
006785-006837	06/00/1999	Air France/Delta Partnership announcement
006838-006850	Undated	Europe Focus Cities
006851-006904	07/18/2001	Air France/Delta network meeting
006905-006924	Undated	Delta-CSA Initial Network Package
006925-007030	05/00/2001	Alitalia/Delta Framework for a partnership
007031-007109	07/18/2001	Air France Delta Meeting Atlanta
007110-007948	Undated	Sky Team Alliance Presentation
007949-007954	01/20/2000	Global Alliance Customer Benefits Guidelines/Phase 1
007955-007967	08/06/2001	Competitive Alliance Product/Service Offerings
007968-008589	08/03/2001	SkyTeam Visions and Goals – Draft Synthesis after Planning and Vision Seminar
008590-008597	08/10/2000	Letter to DOJ re: Delta and Air France Business Review Request
008598-008960	08/10/2000	Volume I Index and Exhibits to Delta and Air France Business Review Request
008961-009108	08/10/2000	Volume II Index and Exhibits to Delta and Air France Business Review Request
009109-009136	03/29/2001	DL/AF Bilateral Codeshare March Working Group Meeting

<b>Bates Range</b>	<b>Date</b>	<b>Description</b>
DL ATI801		
009137-009141	04/16/2001	Email thread re: Beyond the beyonds
009142-009144	04/09/2001	Email re: Beyond the beyonds
009145-009146	03/29/2001	Email re: AF marketing beyond the US
009147-009152	09/29/2000	Minutes of the Air France/Delta Bilateral Summit with attached exhibit
009153-009163	02/23/2001	Codeshare Financial Performance 4 <sup>th</sup> Quarter CY00
009164-009205	02/29/2000	Ressources Partenaires Franchises et Affretements a l Ete 2000
009206-009213	Undated	Air France Update
009214-009221	05/10/2001	DL/AF Summit Sales and Customer Benefits Overview
009222-009230	05/07/2001	SkyTeam – Customer Benefits: Summary Phase Two Action Teams
009231-009239	05/10/2001	Air France/Delta Cooperation Updates
009240-009336	02/29/2000	Delta Air Lines Air France Bilateral Meeting
009337-009346	03/28/2001	Delta/Air France Network Meeting
009347-009360	04/09/2001	DL/AF Meeting Notes: Code of Conduct with AF Data
009361-009391	01/10/2001	Antitrust Immunity Discussion
009392-009408	06/07/2001	Antitrust Immunity Process Meeting Summary
009409-009411	06/04/2001	Letter re: Air France/Delta meeting on April 19, 2001 in New York City
009412-009415	05/23/2001	Email re: update/status of action items from NYC meeting
009416-009417	05/23/2001	Email re: recap of high level issues – AF meeting
009418-009447	04/19/2001	Delta/Air France Executive Meeting
009448-009452	05/23/2001	Email re: letter and implementation timelines
009453-009461	05/10/2001	Delta Air Lines/Air France Bilateral Summit
009462-009468	05/10/2001	Action Items Update
009469-009487	05/10/2001	DL/AF Areas of Cooperation
009488-009490	05/04/2001	Delta TechOps / Air France Industries Cooperation
009491-009497	05/03/2001	SkyTeam Update
009498-009499	05/07/2001	SkyTeam Sourcing Meeting

<b>Bates Range DL ATI801</b>	<b>Date</b>	<b>Description</b>
009500-009503	05/00/2001	Alliance Framework for Beverage Negotiations
009504	Undated	e-Commerce document
009505-009508	Undated	Air France/Delta Synergies
009509-009520	Undated	SkyTeam: Airport – Sales/CTO Co-Location
009521-009523	03/28/2001	SkyTeam Network Planning Meeting – Beaver Creek, CO
009524-009533	03/29/2001	Delta/Air France Network Meeting – Vail, Colorado
009534-009546	03/29/2001	Sell and Report results Discussion document
009547-009554	01/11/2001	AF/DL Review
009555-009561	01/00/2001	Sell and Report Test Success Criteria
009562-009563	01/09/2001	Email re: November Sell and Report Numbers
009564-009576	01/03/2001	Discussion Points and Backup for January 12, 2001 Meeting
009577-009602	12/06/1999	Air France/Delta Sell & Report Discussion Document: Alliances/Network Management
009603-009626	12/01/1999	Delta/Air France Prorate Analysis & Recommendations
009627-009633	Undated	Summary of Preliminary AF Sell & Report Discussion
009634-009643	01/26/2000	Delta/Air France Agenda
009644-009669	01/26/2000	Revenue Management
009670-009694	03/21/2000	Delta/Air France Prorate & Trunk Analysis
009695-009710	09/29/2000	Network Update: AF/DL Meeting
009711-009728	09/29/2000	Air France/Delta Network Update
009729-009746	09/29/2000	Air France/Delta Network Update
009747-009753	09/25/2000	AF/DL Sell & Report Talking Points
009754-009771	09/18/2000	AF/DL Financial Settlement Summary Document – Revenue Management
009772-009824	07/18/2000	Air France/Delta Network Meeting
009825-009833	07/00/2000	SkyTeam Sell & Report
009834-009839	05/00/2001	Marketing Communications Update: Prep for DL/AF Bi-lateral Meeting
009840-009863	10/17/2000	SkyTeam Presentation - Prague

<b>Bates Range DL ATI801</b>	<b>Date</b>	<b>Description</b>
009864-009905	05/00/2001	Alliance Benefits Research
009906-009917	03/20/2001	Marketing Communications Team A Update – Governing Board
009918-009934	10/7/9999	Our Global Alliance: Positioning, Rationale and Name Recommendations
009935-009958	Undated	SkyTeam Presentation
009959-009963	06/28/2001	SkyTeam Vision Team A Update - CDG
009964-009965	02/01/2001	Email re: summary of SkyTeam presentation
009966-009967	09/07/2000	Email re: SkyTeam Presentation
009968-009970	05/09/2000	Team A Meeting – Atlanta
009971-009988	Undated	SkyTeam Presentation Agenda
009989-010026	10/00/2000	SkyTeam Competetive Review: 1999-1 <sup>st</sup> half 2000
010027-010031	11/16/2000	MPG The Alliance – Media Meeting Report
010032-010080	10/00/2000	SkyTeam Media “Bible” Revision 12
010081-010146	05/15/2001	SkyTeam January 2001 – March 2002 Media Bible No 4
010147	Undated	SkyTeam Issues Log
010148	10/26/2000	Notes from DL/AF bilateral meeting
010149-010150	12/27/2000	DL/AF Upgrades – Sell/Report
010151	0827/1999	DL/AF Conference Call Minutes
010152-010154	07/15/1999	AF/DL FFP Meeting
010155-010163	07/02/2001	Group Charter-Relationship Marketing
010164-010165	Undated	Analysis of Flight Activity
010166	06/13/2000	DL SkyMiles Round the Word Award
010167	06/09/2000	Round the World Document – SkyMiles Version
010168-010175	Undated	DL/CSA SkyMiles – Skyteam Multicarrier Awards
010176-010180	08/09/2000 08/10/2000	Delta – Czech Airlines Meeting Minutes – FFP
010181-010182	Undated	CSA Requirements for SkyTeam FF Benefits
010183	01/08/2001	Recap of CSA/DL Conference Call
010184	12/04/2000	Recap of CSA/DL Conference Call
010185-010189	11/30/2000	CSA/DELTA Working Group Meeting
010190-010191	Undated	Multicarrier SkyMiles Awards Airline: DL & AF

<b>Bates Range</b> DL ATI801	<b>Date</b>	<b>Description</b>
010192-010193	Undated	Awards Prorate Proposals
010194	10/26/2000	Notes from DL/AF bilateral meeting
010195-010204	Undated	Round the World Award
010205-010206	06/28/2001	Re: DL/AZ Contract
010207-010211	06/26/2001	Re: Recap of AZ/DL meeting
010212	06/28/2001	Re: Recap of AZ/DL meeting
010213-010214	06/21/2001	Re: Recap of AZ/DL meeting
010215-010224	08/17/1999	Pre-Alliance Launch
010225-010227	10/27/1999	Global Alliance Meeting
010228-010232	12/07/1999	Korean Air, AeroMexico, Delta, Air France Marketing Meeting
010233-010237	01/05/2000	Global Alliance Frequent Flyer Meeting
010238-010239	01/09/2000	Frequent Flyer IT Meeting – Mexico City
010240-010244	02/23/2000	Minutes from SFO FFP Alliance Group Meeting
010245-010246	04/12/2000	Korean Air, AeroMexico, Delta, Air France Marketing Meeting
010247-010249	05/30/2000	Minutes from Mexico City Frequent Flyer Program Alliance Group Meeting
010250-010253	07/19/2000	Frequent Flyer Meeting Minutes – New York City
010254-010258	09/27/2000	Frequent Flyer Meeting Minutes-Seoul, South Korea
010259-010265	12/13/2000	SkyTeam FFP Meeting
010266-010272	03/07/2001	Minutes of SkyTeam Meeting/FFP Group Paris
010273-010277	05/30/2001	Meeting Minutes: SkyTeam Frequent Flyer Group
010278-010285	05/31/2001	Alitalia/Delta Meeting Plan
010286	05/11/2001	AF & Alitalia
010287-010295	10/00/1999	Air France Today Global Alliance Working Team Meeting
010296-010308	04/28/1999	Alliance Financial Settlement Air France Proposal
010309-010327	06/29/2001	Draft re: SkyTeam vs ATI
010328-010331	06/18/2001	Action Item: Sales Strategy RFP process
010332	Undated	Time Line Incentive Contract Implementation
010333-010348	07/21/2001	SkyTeam Request for Proposal:Joint SkyTeam Sales Strategy Development

<b>Bates Range DL AT1801</b>	<b>Date</b>	<b>Description</b>
010349- 010378	01/02/2001	How to define an Alliance Network Value (Air France)
010379- 010423	09/28/2000	Email re: presentations Air France/Delta Network Update, Network Update, Introducing E-Delta
010424- 010432	06/21/2001	Antitrust Immunity Process and SkyTeam Process (Discussion Paper)
010433- 010437	06/18/2001	Action Item: Sales Strategy RFP Process
010438- 010444	06/07/2001	Antitrust Immunity Process Meeting Summary
010445- 010460	06/15/2001	SkyTeam Request for Proposal: Joint Sky Team Sales Strategy Development
010461	Undated	Time Line Incentive Contract Implementation
010462- 010465	06/15/2001	Action Item: Sales Strategy RFP process
010466- 010482	Undated	Presentation to AF Sales Force
010483- 010502	09/21/2000	Flemings Research France Transport
010503- 010505	09/19/2000	Letter to Delta
010506 010507	09/28/2000	Air France/ Delta Summit Agenda
010508- 010559	04/03/2000	Thai – Air France – Delta Air Lines, Alliance Presentation
010560- 010633	11/00/2000	India Briefing Pack (November 2000)
010634- 010666	01/00/2001	India Briefing Pack (January 2001)
010667- 010744	01/27/2001 02/02/2001	Seoul/Bangkok Meetings
010745- 010746	11/01/2000	Financial Settlement Response
010747	11/14/2000	AF Prop S&R Air France Settlement
010748- 010752	Undated	AF Scenarios Projected Impacts of AF Pricing Scenarios
010753- 010756	08/00/2000	ATL Flights-AF on DL
010757- 010758	08/00/2000	CVG Flights-AF on DL
010759	08/00/2000	JFK Flights-AF on DL
010760	Undated	AF Scenarios Projected Impacts of AF Pricing Scenarios
010761- 010762	Undated	CDG Beyonds Query
010763- 010764	08/31/2000	Air France Net Fare Analysis-Sell & Report
010765- 010766	08/22/2000	Delta on Air France-Winter 99/00 Utilization and Winter 00/01 Proposal
010767	08/29/2000	Email re: Financial Settlement response to AF
010768- 010771	08/04/2000	Email re: Recap of discussions
010772	Undated	Actions To Be Taken In The First & Second Step

<b>Bates Range</b>	<b>Date</b>	<b>Description</b>
DL ATI801		
010773	Undated	Detailed Example: IAD-CDG
010774-010825	07/18/2000	Air France/Delta Network Meeting
010826-010827	Undated	Delta on Air France-Winter 99/ 00 Utilization and Winter 00/01 Proposal (Preliminary)
010828	07/07/2000	SAA Guarantee
010829	06/00/2000	Delta-Air France YE Jun 00 (11 Mos Actual + Jun Outlook)
010830-010831	Undated	Delta on Air France-Winter 99/ 00 Utilization and Winter 00/01 Proposal (Preliminary)
010832	07/10/2000	Alliances Codeshare Revenue
010833	Undated	DL on CSA JFK-PRG Estimated Annual
010834	07/10/2000	Delta Management Support System Management Variance Report
010835	Undated	Alliances Codeshare Revenue
010836	Undated	AF Proposal
010837	Undated	AF-DL Proposal W01
010838	07/25/2000	AF Conference Call
010839-010840	05/00/2000	Handwritten notes
010841	Undated	AF/DL Block Seat Exchange & Seat Prices Winter '00 (21 weeks)
010842-010845	Undated	Cargo Joint Venture Limited Liability Company Agreement Executive Summary
010846-010850	09/06/2000 09/07/2000	Agreement in Principle from AF-DL Bilateral Ground Handling Pricing Working Team Meeting
010851-010863	09/10/1999	Memorandum re: Excellence in Alliance Operations
010864-010867	05/16/2000	Letter re: Buckingham Project
010868-010872	05/03/2000	Talking Points for Discussion with Air France – Ground Handling Updates
010873-010879	06/01/2001	Email thread re: IT Project Benefits
010880-010907	07/16/2001	Email thread re: AF ATI revenue settlement working group
010908-010924	06/24/2001	Email thread re: RFP
010925-010948	06/29/2001	Email thread re: Draft about SkyTeam vs ATI
010949-010950	04/15/2000	Exclusive Discussion Agreement by and among Delta, Air France, and CSA Czech Airlines
010951-010958	01/24/2001	Fax re: Diplomatic Note
010959-010964	06/23/2000	CSA/Delta Partnership Overview
010965-010975	Undated	Presentation re: CSA or Malev?
010976-010977	04/04/2001	Letter re: Delta/CSA
010978-010980	03/14/2000	Fax re: letter.
010981-010985	03/31/2000	Letter re: questions

<b>Bates Range DL ATI801</b>	<b>Date</b>	<b>Description</b>
010986-010990	05/04/2001	Letter re: Alitalia
010991-011007	07/11/2001	Email thread re: Action Plan DL AF AZ Alliance
011008-011010	07/16/2001	Email thread re: Marketing Agreement
011011-011013	12/01/1999	Air France Competitive Flying Report
011014-011015	11/28/1999	AeroMexico Competitive Flying Report
011016-011018	05/03/2000	Czech Airlines (CSA) Competitive Flying Report
011019-011021	05/04/2000	Czech Airlines (CSA) Competitive Flying Report
011022-011024	07/08/2000	Korean Air (KE) Competitive Flying Report
011025-011027	07/12/2000	Korean Air (KE) Competitive Flying Report
011028	00/00/1999 00/00/2000	Global Traffic Flow slide
011029-011046	02/16/2000	Presentation from conference
011047-011061	03/31/2000	Alliance Presentation from Delta's Investor Conference
011062-011070	05/25/2001	Email thread re: Joint Sales Strategy with SkyTeam
011071-011074	Undated	Chart re: Air France/Delta Synergies
011075-011076	04/22/2001	Email re: recap of high level issues
011077-011097	04/12/2001	Email re: Draft Air France presentation
011098-011105	Undated	SkyTeam Sales Code of Conduct chart
011106-011123	Undated	DL/AF Talking Points re: Passenger Sales Comments
011124-011185	09/28/2000 09/29/2000	Documents from Delta/Air France Bilateral Summit
011186-011187	04/25/2001	Email thread re: Pricing exit PRG
011188	04/24/2001	Email re: Advance Bookings on OK Optd Trunks
011189	05/30/2001	Email re: April PRG bookings
011190-011193	10/31/2000	Email thread re: Auction
011194-011196	02/14/2001	Email thread re: IFE
011197-011199	02/01/2001	Email thread re: IFE
011200-011201	02/02/2001	Email thread re: IFE
011202	02/01/2001	Email re: IFE

<b>Bates Range</b> DL AT1801	<b>Date</b>	<b>Description</b>
011203-011206	09/21/2000	Email thread re: meeting with CSA sales group
011207	10/10/2000	Email re: meeting with CSA sales group
011208-011209	10/16/2000	Email thread re: CSA/DL meeting
011210-011211	11/15/2001	Email thread re: CSA - Promotions
011212	12/11/2000	Bridge Agreements with CSA
011213-011215	05/24/2001	Email re: DL/CSA Meeting Summary
011216	04/06/2001	Email re: DL/CSA Meeting Summary
011217	10/11/2000	Email re: Follow up of Oct 19 Meeting
011218	10/12/2000	Email re: DL corporate update
011219	10/30/2000	Email re: CSA/Delta meeting minutes
011220	11/16/2000	Email re: OK/DL Scell and report implementation
011221-011223	03/05/2001	Email re: Bilateral Issues
011224-011227	12/15/1999	First Elements concerning CSA's critical alliance-related questions for discussion
011228-011279	01/11/2000	AF/CSA/DL Meeting in Paris
011280-011312	03/29/2000	Agenda re: Air France, CSA, Delta Airlines
011313-011321	05/19/2000	CSA-AF/DL Negotiation Project
011322-011325	06/09/2000	Letter of Intent Re: Delta and CSA
011326-011328	00/00/2001	Letter of intent for a bilateral agreement between AF and CSA
011329-011331	6/22/2000	Delta on Malev Revenue recognition report
011332-011383	01/00/2001	Delta/CSA Network Meeting
011384-011386	04/05/2001	Delta/CSA Trade/Business Partners Presentation and Dinner
011387-011391	05/00/2001	Delta/CSA Talking Points for Leo Mullin
011392-011400	03/26/2001	Delta, Prorate Agreement
011401-011405	06/30/2001	Air France/ Delta, Bridge Incentive Agreement
011406-011407	06/25/2001	Delta/ CSA Code Shares Markets
011408-011421	04/24/2001	Code Share Files, Delta and CSA
011422-011443	03/00/2001 05/00/2001	CSA, Delta, Weekly Status Reports
011444-011449	06/27/2001	CSA/Delta Working Group Meeting
011450-011587	00/00/2001	Weekly Status Reports

<b>Bates Range</b> DL ATI801	<b>Date</b>	<b>Description</b>
011588-011592	03/22/2001	Email thread re: DL beyonds on OK flights
011593-011603	03/26/2001	Email thread re: DL beyonds on OK flights
011604	03/27/2001	Email thread re: DL-CSA
011605-011606	03/28/2001	Email thread re: DL beyonds on OK flights
011607-011608	03/28/2001	Email re: New CSA on Delta codeshares – U.S. beyonds
011609	04/04/2001	Email re: SVO slots
011610-011612	04/04/2001	Email thread re: DL beyonds on OK flights
011613-011616	04/04/2001	Email thread re: Beyonds on CSA
011617	04/09/2001	Email re: OK/DL approval to DXB
011618	04/09/2001	Email re: OK/DL code-share to VIE
011619-011620	03/15/2000	Memorandum re: Application of Czech Airlines for Authority to Initiate Code-Share Services between Prague and Vienna. - Additions
011621-011623	04/12/2001	Email thread re: Top 25 U.S. – PRG O&D's from JFK
011624	04/20/2001	Email re: DL – Third Country Codeshare to Russia
011625-011629	04/24/2001	Email thread re: DL/OK meeting update
011630-011631	04/26/2001	Email thread re: JFK-PRG
011632	05/17/2001	Email re: Codeshare approval from WAW
011633-011634	06/19/2001	Email re: Temporarily discontinued codeshare markets on CSA
011635-011636	04/03/2001	Email thread re: CSA equipment
011637-011645	03/29/2001 03/30/2001	Presentation from Delta/Air France Finance Meeting
011646-011665	04/19/2001	Presentation from Delta/Air France Executive Meeting
011666-011668	Undated	DL Mix Based on Class Mapping
011669-011681	03/29/2001 03/30/2001	Presentation from Delta/Air France Network Meeting
011682-011697	03/29/2001 03/30/2001	Presentation from SkyTeam Meeting
011698-011706	03/26/2001	Charts re: DL financial figures
011707-011715	03/29/2001 03/30/2001	Presentation from Delta/CSA Network Meeting
011716-011725	03/29/2001 03/31/2001	Presentation from SkyTeam Network Planning Meeting
011726-011750	08/01/2001	Presentation re: SkyTeam and Transatlantic Competition
011751-011762	07/18/2001	Presentation re: Delta-Air France-Alitalia-CSA Antitrust Immunity
011763-011768	06/02/2001	Memorandum re: ATI bilateral situation and notes from AF/DL ATI discussion

<b>Bates Range DL ATI801</b>	<b>Date</b>	<b>Description</b>
011769- 011799	01/10/2001	Presentation re: Antitrust Immunity Discussion
011800- 011807	04/27/2001	AF Issues Agenda and ATI Near Term Issues
011808- 011838	06/13/2001	Presentation re: SkyTeam Research Update
011839- 011848	03/21/2001	Discussion on JFK-LYS Flight – International Network Analysis
011849- 011859	Undated	Presentation re: Figures for Italy
011860- 011871	01/24/2000	Presentation from Transatlantic Quarterly Sales Meeting – Performance Review and Outlook
011872- 011912	06/02/2000	Presentation from Transatlantic Quarterly Meeting
011913- 011929	06/24/1999	Charts re: JFK-VCE and JFK-LYS
011930- 011932	09/01/2000	Charts re: CDG route forecast
011933- 011937	09/01/2000	Charts re: ATL-Paris (CDG) route forecast
011938- 011952	05/17/2000	Charts re: JFK-CDG route forecast
011953- 011986	04/13/2000	Winter 2000 International Planning Meeting/Int'l Network Analysis
011987- 012064	09/08/2000	Summer 2001 International Planning Meeting
012065- 012092	11/27/2000	Transatlantic Quarterly Meeting
012093- 012383	09/27/2000	Delta, Air France, Alitalia Meeting
012384- 012466	03/21/2001	Email re: AF ATI Timeline
012467- 012488	01/13/2000	Global Alliance Sales Meeting Agenda
012489- 012490	01/13/2000	Global Alliance Sales Meeting Agenda
012491- 012508	08/31/1999	AF/OS/DL Sales Discussion
012509- 012511	09/16/1999	Delta/Air France Bridge Discussion
012512- 012517	Undated	CTN Bridge Agreement
012518- 012523	Undated	Aeroworld Bridge Agreement
012524- 012525	Undated	Corporation Bridge Agreement
012526- 012529	09/14/1999	Markets table
012530- 012545	08/26/1999	AF/DL Bridge Agreement Presentation
012546- 012576	01/10/2001	Antitrust Immunity Discussion

<b>Bates Range</b>	<b>Date</b>	<b>Description</b>
DL ATI801		
012577-012578	02/02/2001	Email re: Prep for AF Meeting
012579-012588	05/29/2001	Letter re: Accelerating SkyTeam Sales
012589-012612	05/29/2001	Accelerating SkyTeam Sales: Appendix to Proposal
012613-012643	01/10/2001	Antitrust Immunity Discussion
012644-012654	02/26/2001	Joint Incentive Sales Strategy
012655-012701	Undated	Define Post ATI Joint Sales Strategy
012702	04/29/2001	Email re: Delta/Air France Discussions of Future Aircraft
012703-012706	01/26/2000	Email re: Talking Points Doc
012707	04/16/2001	Email re: Article in Foreign Affairs
012708-012711	07/05/2001	Foreign Affairs article
012712-012717	05/14/2001	Email re: FW Alitalia Deck
012718-012727	07/10/2000	Meeting Minutes AE Conference Call
012728-012736	11/18/1999	Email re: revised US JV
012737	Undated	AF Gateways and DL Top International Revenue Origins Map
012738	Undated	US JV Organization Proposed Option 1 + 2
012739	05/21/2001	May 25 <sup>th</sup> Conference Call
012740-012751	05/21/2001	PNR Exchange Issues
012752-012805	06/28/2001	Alitalia Network Memo (Rome, Italy)
012806-012814	01/11/2001	AZ-AF-DL Meeting Summary
012815-012818	05/17/2001	May 31 <sup>st</sup> Atlanta Meeting
012819-012824	01/11/2001	AZ-AF-DL Meeting Summary
012825-012834	06/19/2001	AZ/DL Conference Call
012835-012864	04/11/2001	CSA Antitrust Immunity-Timeline and Plans
012865-012932	Undated	Exiting Mapping Fares
012933-012957	04/23/2001	2001 Annual Meeting
012958-012960	06/11/2001	ATI Meeting/Notes
012961-012992	01/17/2001	ATI Presentations/AF Meetings (1/10)
012993-013003	06/15/2001	ATI Process

<b>Bates Range</b> DL ATI801	<b>Date</b>	<b>Description</b>
013004- 013012	Undated	Antitrust-Value to Air France and Delta Sales
013013- 013022	12/02/1999	Priority Item Templates
013023- 013041	02/22/2000	Presentation Changes
013042- 013097	05/18/2000	Alliance Support Desk
013098- 013111	03/23/2000	Email and attachments re: Alliance Support Desk
013112- 013122	03/08/2000	Email and attachments re: Alliance Sales Strategy
013123- 013222	11/10/1999	Alliance Presentation
013223- 013225	06/09/2000	Alliance Sales Blitz Memo
013226- 013227	06/06/2000	Email and attachments re: Alliance Sales Blitz
013228- 013255	08/12/1999	Global Alliance Planning Meeting/Presentation
013256- 013259	06/12/2001	Sales Database
013260- 013264	06/05/2001	AF Notes
013265- 013266	02/28/2000	Global Key Account Memo
013267- 013285	08/27/1999	OS Presentation 8/31
013286- 013294	03/20/2000	Global Alliance Team Meeting in Cancun, Mexico
013295- 013298	02/15/2001	AF Meeting Follow up
013299- 013300	01/18/2000	LAX Meeting
013301- 013313	01/11/2000	Air France Alliance-Bridge Agreements
013314- 013319	10/20/2000	AF Compliant Document
013320- 013323	04/04/2001	CDG Share Reports
013324- 013326	11/19/1999	AF Grids
013327- 013330	01/25/1999	AF Plan
013331- 013336	08/11/1999	Air France-Delta Bridge Agreements
013337- 013369	12/16/1999	AF Presentation Re: Sales
013370- 013374	02/15/2000	Global Sales Alliance Update
013375- 013377	05/09/2000	Email re: AF/AM/DL/LE RTW Fares

<b>Bates Range</b> DL ATI801	<b>Date</b>	<b>Description</b>
013378-013405	00/00/2001	Agency Incentive Strategy 2001: France
013406-013408	01/15/2001	AF/DL Meeting on January 16 <sup>th</sup>
013409-013416	10/22/1999	Email re: Bridge Incentive Agreement
013417-013420	06/14/2001	Email re: Sales Activities
013421-013423	8/25/2000	Email re: Air France Winter 99/00-00/01 Proposal
013424-013731	08/27/1999	Email re: Bridge Agreement discussion
013432-013441	04/17/2000	Email re: Minutes of AF/DL meeting on Feb 29/Air France Action Plan
013442-013443	01/12/1999	Email re: London Meeting Follow up/Briefing
013444-013462	Undated	Exhibit B re: SkyTeam Sales Code of Conduct After ATI
013463-013476	05/30/2001	Sell/Report Performance and Opportunities for Improvement
013477-013495	11/00/1999	AF/DL Bridge Agreement/ Exit Europe Third Markets
013496-013504	00/00/2000	Market Analysis and Sales Action Plan 2000 Re: Czech Republic
013505-013513	Undated	Market Analysis and Sales Action Plan 2000 Re: Czech Republic
013514-013518	00/00/2001	Agency Incentive Strategy 2001
013519-013572	01/09/2001	Air France/Delta Alliance Presentation Re: Bangkok
013573	01/00/2001	Delta, Iberia, and Air France Re: Market Shares
013574-013581	06/28/2001	Proposal/Joint Evaluation of Alitalia and Delta Alliance
013582-013593	06/00/2001	Delta/Alitalia Joint Valuation of Alliance Benefits
013594-013597	05/31/2001	AZ-DL Atlanta Meeting Summary/Alliance Analysis
013598-013603	05/31/2001	Delta/Alitalia Status Report on Joint Valuation in Atlanta
013604-013607	05/31/2001	Alitalia/Delta Meeting Plan in Atlanta
013608-013611	01/23/2001	Valuation Assumptions Re: Delta, Air France, Alitalia, Aeromexico
013612-013615	08/00/2001	Valuation Assumptions Re: Delta, Air France, Alitalia, Aeromexico
013616-013635-	05/00/2001	Alitalia/Delta - Framework for a Partnership
013636-013666	08/00/2000	Alitalia Network Package for Delta/SkyTeam
013667-013670	07/05/2001	Delta/Alitalia International Network Synergies Revenue Split

<b>Bates Range</b>	<b>Date</b>	<b>Description</b>
DL ATI801		
013671-013679	00/00/2000	Framework, Evaluation Methodology, and Jan-June Traffic Flow
013680-013811	06/12/2001	AZ Codeshare Benefits
013812-013823	05/00/2001	Boston-Rome Forecast
013824-013825	06/18/2001	Alitalia/Delta Implementation High Level Meeting Summary June 12-13 2001
013826-013832	01/23/2001	Background for DL/AZ Codeshare Discussion
013833-013848	00/00/2001	Alitalia Briefing Pack
013849-013982	Undated	Delta Air Logistics/Air France Cargo/Korean Air Cargo Joint Venture Business Plan
013983-013998	04/01/1997	Delta Air Lines Contract Agreement
013999-014005	01/16/2001	DL/AF Special Prorate Agreement
014006-014015	03/09/2001	Delta Passenger Prorate Manual/CSA
014016-014023	01/23/2001	Delta Passenger Prorate Manual/AF
014024-014049	03/01/2000	European Cargo Sales Agreement Between Air France and Delta
014050-014060	02/15/2000	Blocked Space Agreement Between Air France and Delta
014061-014075	09/13/1999	U.S. Mail Addendum to Delta/Air France Code-Sharing Agreement
014076-014080	04/27/2001	Delta/CSA Special Prorate Agreement-Cargo
014081-014086	01/01/2001	DL/AF Interline Cargo Special Proration Agreement: Equation Prorates
014087-014094	06/01/2001	U.S. Mail Amendment to Delta/Czech Airlines Codesharing Agreement

CERTIFICATE OF SERVICE

I hereby certify that a copy of the foregoing Motion for Confidential Treatment of Delta Air Lines, Inc., has been served this 17<sup>th</sup> day of August, 2001, upon each of the following persons in accordance with the Department's rules.

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